Solution Provider Program Launch

AutomaTech® Optimizing Industrial Operations

CB Pacific

System Integrators

Thank you for your loyal partnership with AutomaTech & CB Pacific.

GUEST SPEAKERS

Steve Szamocki
VP & General Manager - AutomaTech

Mark Fusick
VP & General Manager - CB Pacific

Prasad Pai
Global Industry and Partner Marketing Director - GE Digital

Tim Ogden
Sr. Director, Solution Provider Program - GE Digital

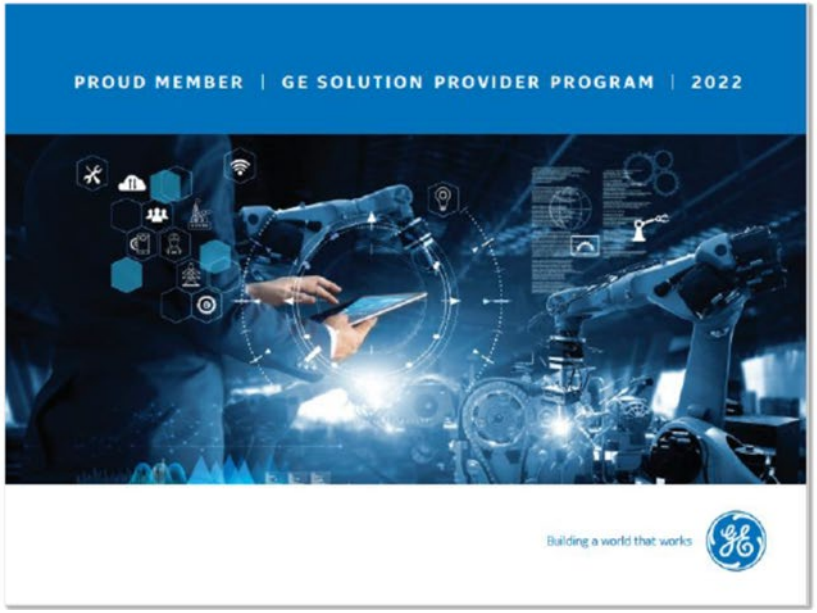
Gimmi Filice
Senior Product Manager - GE Digital

Evan Moore
Portland Coffee Roasters

Topics

Agenda:

- Enjoy Portland Coffee Roasters Coffee
- Inform and educate on GE's Updated SP Program
- Inform and Update on iFIX and CIMPLICITY 2023, Configuration Hub & Ops Hub.
- Q&A Session



Evan Moore
Portland Coffee Roasters

PORTLAND
COFFEE ROASTERS

www.portlandcoffeeroasters.com

Website Discount Code: 20FORYOU

Wholesale Inquiries:
Evan Moore
evan@portlandroasting.com
503-548-7262

Supporting SPs

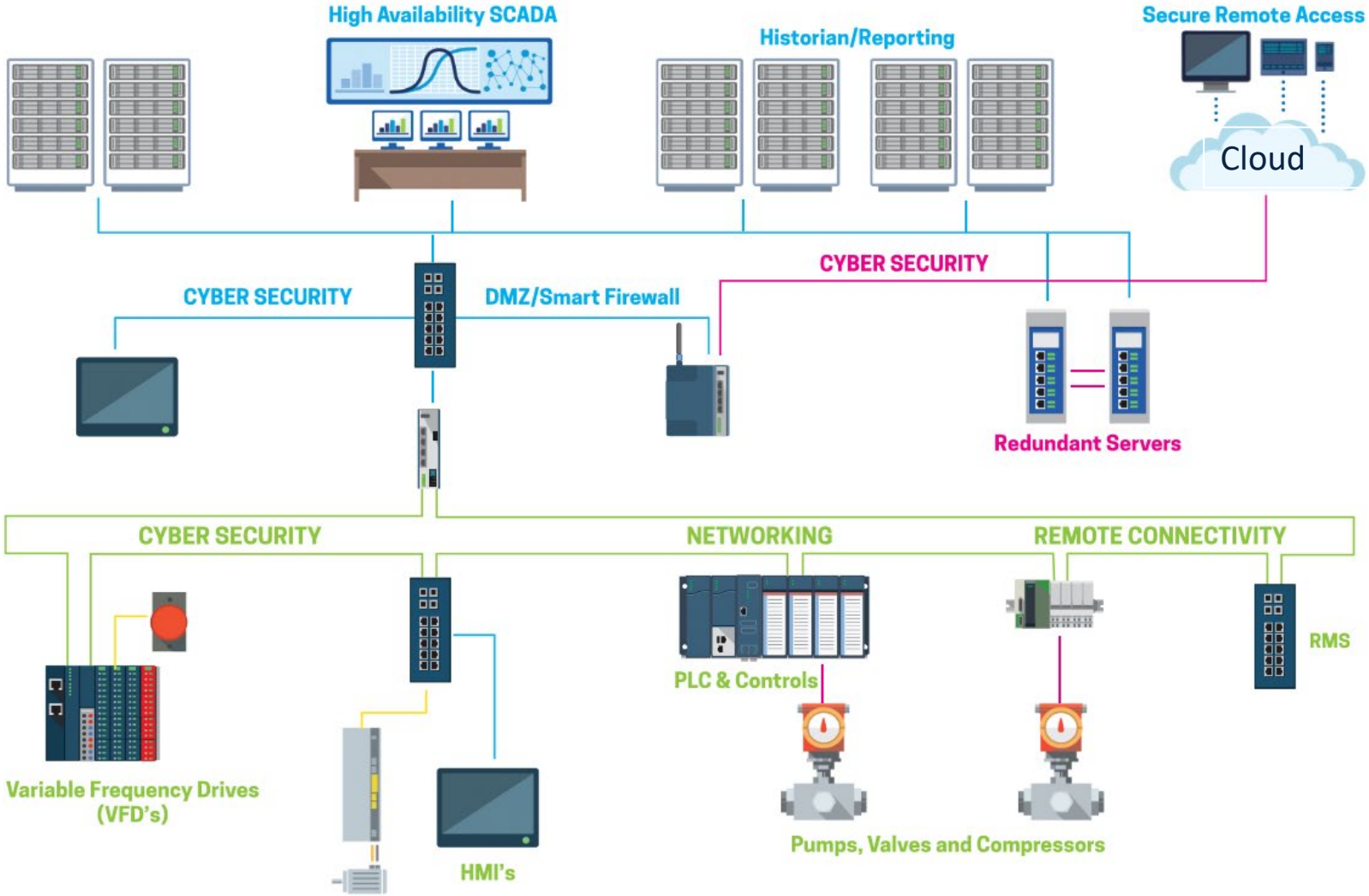
- CB Pacific & AutomaTech are part of Flow Control Group Automation spanning North America
- 25 year + partner with GE – **GE's largest license supplier** of solutions globally.
- Comprehensive support services with **the most experienced Solution Architects, for SCADA, high availability computing, cloud-based platforms, and industrial security** in North America.
- Software Migration Assistance, High Availability Consulting, Virtualization Support, Security, MES roadmapping and more.
- Certified training services, seminars & webinars, user conferences, workshops, and value added support services
- Local events and training (look for more micro training events)

Help drive and support business with SPs……..not competing!

Solutions We Provide

Controls & S
Automati

- PLCs
- HMI/SCADA
- Mobility & Rem
  Connectivity
- Automated Data
  Collection & Rep
- Alarm Notificati
- Enterprise SCAD
  Consulting



Cyber Security

- r Security
  ssments
- igent Security
  ances
- ify Defined
  orking
- trial Firewalls &

Securely we help… connect | control | visualize | analyze | optimize

Solution Provider Program

Tim Ogden

Sr. Director, Solution Provider Program- Partner Ecosystem

timothy.ogden@ge.com

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Three future planned public companies

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GE HealthCare

Driving innovation in precision health with 4M+ installations, 2B+ patient exams per year.

GE VERNOVA

Accelerating the path to reliable, affordable, and sustainable energy, while helping provide 1/3 of the world's electricity.

GE Aerospace

Shaping the future of flight while powering 2/3 of commercial departures every day.

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GE Vernova Portfolio of Businesses

12 businesses

- Digital
- Energy Financial Services
- Gas Power
- Grid Solutions
- Hybrids Solutions
- Hydro Power
- LM Wind Power
- Nuclear
- Offshore Wind
- Onshore Wind
- Power Conversion
- Steam Power

Manufacturing Software

For **30+ years**, our software has helped global manufacturing customers achieve operational agility with software that delivers enterprise-wide visibility and scalability

90 countries

500,000
software installations

20,000
Global manufacturing customers

CPG/F&B | Automotive | Industrials | Pharma & LS | Water Utilities

We make software that accelerates production optimization - for people and the planet

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Key Messages to our SI Community

Solution Provider
GE Digital

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1. SI's Continue to be a strategic focus and priority

- GE Digital depends on our SI's to deploy over 95% of our Automation solutions
- We have dedicated SI resources to focus on driving our business
- Re-Energizing SI focused competency, training and product roadmap updates

2. GE Digital's Mfg. business is 100% focused on software solutions and we are investing!

- Coordinated Product Release (CPR) process
- Enhanced Product Interoperability, updates & enhancements
- Launching new products (2022/2023)

- AWS Native Historian
- Operations Hub
- Configuration Hub
- Orchestration Hub
- Operations Analytics
- Smart Factory Cloud
- Plant Applications Discrete

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GE Digital – Solution Provider Program Overview

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Multi Tier Framework

- Member/Gold/Platinum Relationship Levels
- Relationship Driven
- Domain & Technology Experience

Member Segmentation

- Technology Segmentation
- Product Focus
- Regional Focus
- Industry Focus

New Program Launched June ‘21

Solution Provider
GE Digital

Technology Segmentation & Competency

- Industrial Automation & Mfg. Execution Technology Segmentation
- Required Certification of Product Skills

Online Exams	Exam Type	Industrial Automation	Enterprise Execution
iFIX HMI/SCADA or CIMPLICITY HMI/SCADA	Builder	Required	
Proficy Operations Hub for Automation	Builder	Required	
Proficy Operations Hub for Proficy Plant Applications	Builder		Required
Proficy Historian	Builder	Required	Required
Proficy CSense	Builder	Optional	
Proficy Plant Applications	Builder		Required
Proficy Plant Applications - Architect	Architect		Required

Industrial Automation Certified
GE Digital

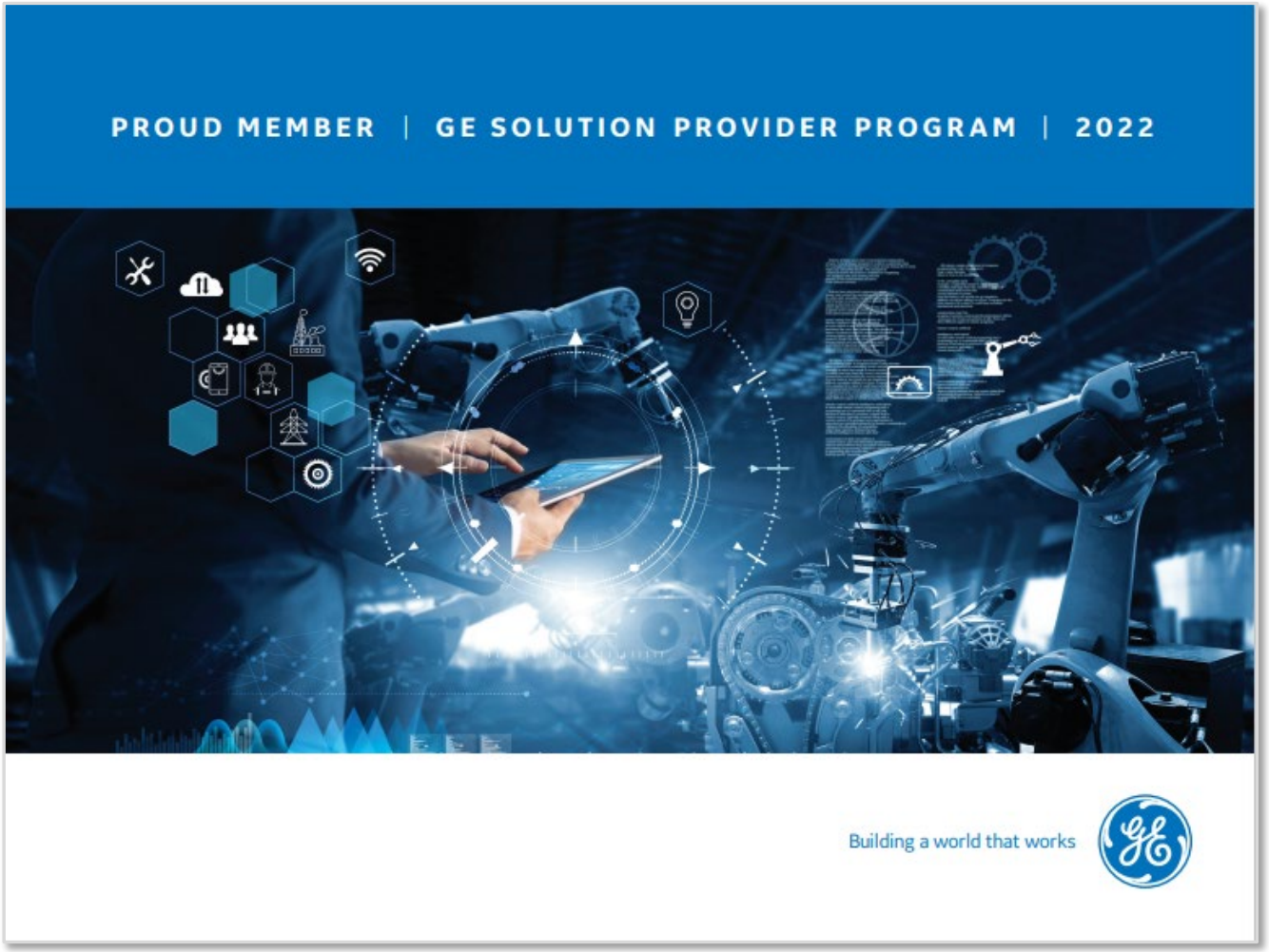
Manufacturing Execution Certified
GE Digital

Certified Professional
GE Digital

Promoting Your Solution Provider Membership

NEW Poster, Plaque, and Certification Logo's

Solution Provider
GE Digital



Industrial Automation Certified
GE Digital

Manufacturing Execution Certified
GE Digital

Certified Professional
GE Digital

Polling Question:

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As a Systems Integrator what are the top 3 items that are most important to you?

- Product training, technology updates and competency enablement?
- Industry and Market Trends
- Resale Discounts
- Technical Support and Project Resources?
- Sales Leads
- Marketing, business development and expanding my business

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Program Benefit Cornerstones

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Skills → **Incentives** → **Resources**

Products & Architecture

- **Development Tools**
- **Technical Resources**
- Innovation, Application & Architecture Guidance
- Design Standards & Best Practices
- Productivity Enablers

Competency & Knowledge

- **Product Training**
- Best practices
- **Product Updates**
- Professionalism
- **Certification Programs**
- Project Execution

Business Development

- Sales Tools & Incentives
- **Visibility & Co-Marketing**
- Expanded Offerings
- Communications
- **Success Planning**
- Industry/Market Trends

Technical Support

- **Product & Technology Support**
- Case Management
- Revisions & Updates
- Knowledge Base
- Collaboration
- **Customer Success Engagement**

Program alignment => Differentiating Systems Integrators and Improved program experience

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Competency Development Resources

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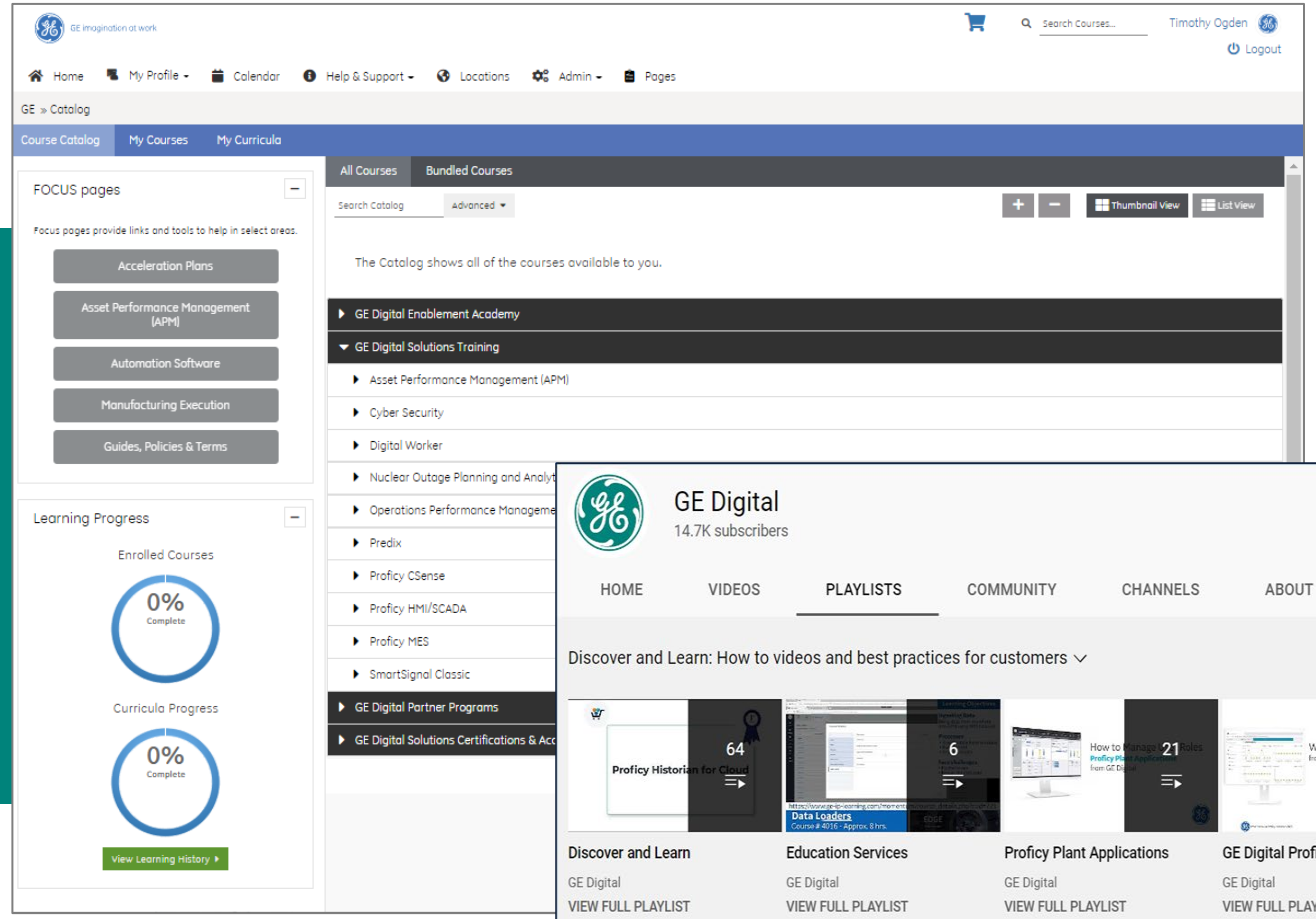
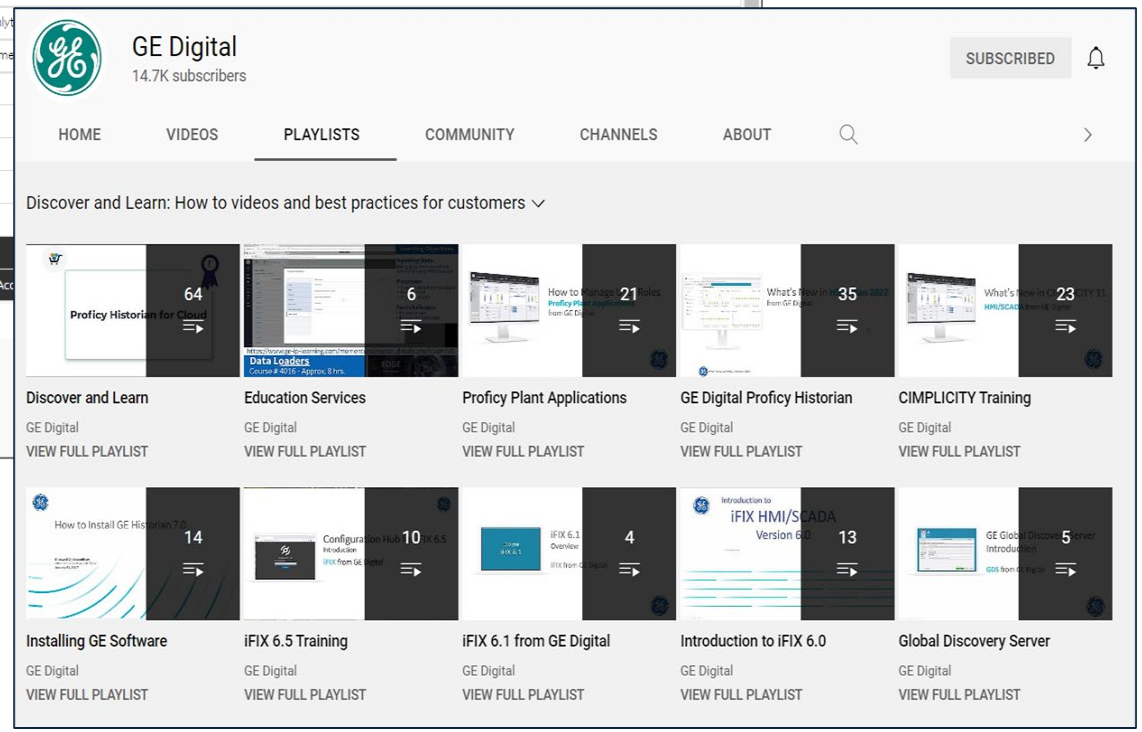
Solution Provider - Platinum Members

- Instructor Led Training Access (limited)
- Self- Paced Courses & Videos (unlimited)
- GE YouTube Channel
- SI Webinar Series & Product Office Hours
- Product Certifications (unlimited)
- Custom Training Events





Link to Courses

Link to Calendar

Link to GE YouTube

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Systems Integrator Focus Events – Mark Your Calendars

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Webinar Archives (Requires SI Community Portal Access)

Session Title	Date	Pres. Link	Video Link
Systems Integrator Introduction to Rapid Operations Visualization through Proficy **Operations Hub**	June 30th	Presentation	Video
Systems Integrator Advanced Context Based Visualization Solutions through Proficy **Operations Hub**	July 14th	Presentation	Video
Creating new SI Revenue Streams - New HMI/SCADA PID Loop Tuning functionality with Proficy **CSense**	July 21st	Presentation	Video
NEW Native Cloud Historian – Enabling new Value Creation from OT data for Systems Integrators	July 28th	Presentation	Video
Circularity in Manufacturing – What is the circular economy and how will it impact Systems Integrators?	August 4th	Presentation	Video
System Integrator Introduction to **Proficy Authentication**	Sept. 8th	Presentation	Video
Improving SI efficiency and productivity with **Proficy Configuration Hub**. Manage product configuration, security, project modeling & templating all in one place across the Portfolio	Sept 22nd	Presentation	Video
Introduction to new business opportunities with **Smart Factory Cloud** - Creating new Systems Integrator Revenue Streams	Sept 29th	Presentation	Video
Control System Integrator Association - System Integrators enable Digital Transformation / Industry 4.0	Oct 6th	Presentation	Video
Proficy Orchestration Hub: Enabling Systems Integrators to unify manufacturing product data management across the enterprise	Oct 14th	Presentation	Video

Future Events

Session Title	Registration Link	Date
ISA Sponsored Webinar – **Proficy Historian and Data Management**	TBA	Nov.
Systems Integrator Office Hours: Ask the expert project related questions (8 sessions)	TBA	TBA
Proficy 2023 Coordinated Product Release (8 Products)	Registration	Oct 20 – Feb 15th

Archive Main Page: https://gedigital.seismic.com/Link/Content/DCJ3BgmB46MT78qHpCC9QgRMJ37P

Request Account: gedigital.partners@ge.com.

Systems Integrator Community Portal (account Required)

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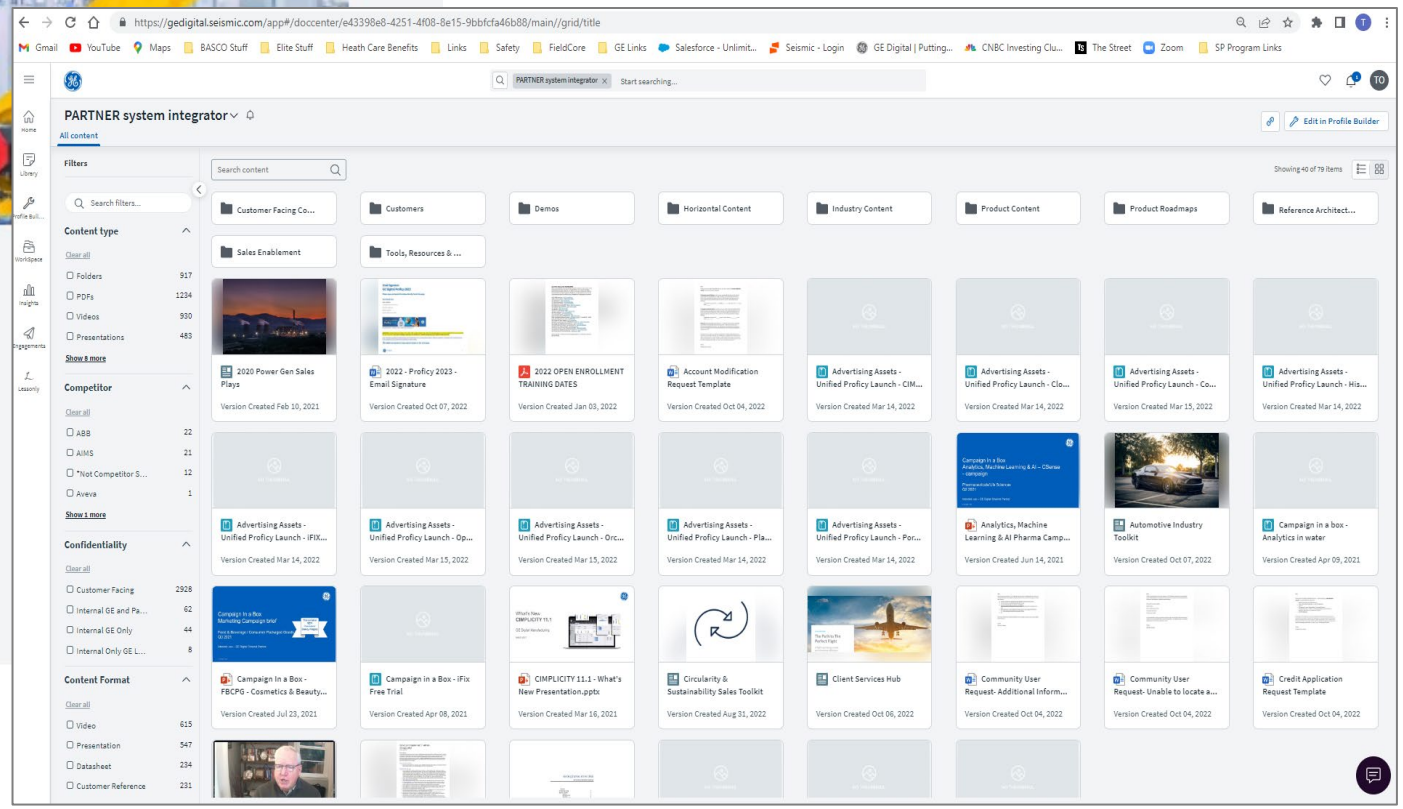
2022 SI & SP (System Integrators & Solution Providers) Toolkit

Table of Contents

- Contact Information
- 2022 Webinar Series
- Proficy 2023 Unified Launch
- Solution Provider Program Details
- Related product toolkits...
- Questions?

- Sales & Marketing Resource Library
- Product Information & Resources
- Industry Information (Horizontal/Vertical)



Request Account: gedigital.partners@ge.com.

Results achieved by GE Smart Factory clients

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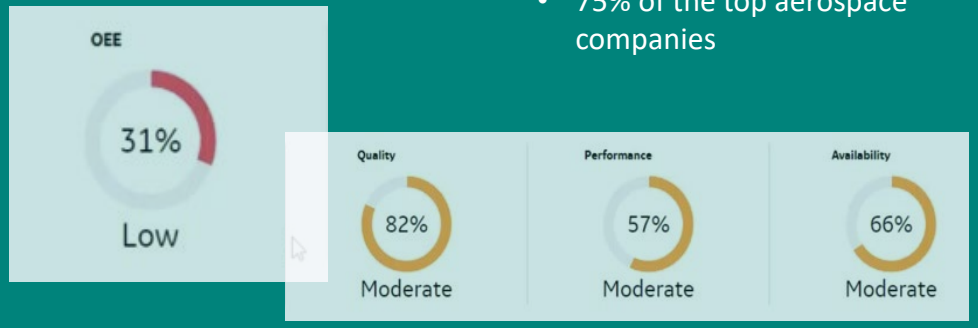
- GE Digital and our Solution Providers are at the core of modern manufacturing operations
- Over 95% of GE Digital Software of installs are implements by our Solution Provider Community

Software Portfolio

- Proficy Smart Factory MES
- Proficy Historian
- Proficy Operations Hub
- Proficy Operations Analytics
- Proficy Scheduler
- Proficy Mfg Data Cloud
- Proficy HMI / SCADA



Success Stories

- 90% of the top food & beverage companies
- 80% of the top consumer goods companies
- 90% of the top metal products manufacturers
- 90% of the top pharmaceutical companies
- 40,000+ users in automotive
- 75% of the top aerospace companies

Results Achieved

- $5M annual quality savings
- >$10M energy savings over 5 years
- $500K annual waste savings
- $200K/yr. SKU cost reduction
- $850K/yr. production efficiency savings
- 3-month payback on MES investment
- 30% faster new product introductions
- 10% operating costs reduction
- 25% plant downtime reduction
- 80% reduced furnace emission
- 20% OEE improvement
- 90% decrease in finished goods holds
- 9% increased production efficiency
- 10-15% energy savings YOY

Industry Rank

#1 in MES Critical Capabilities:

- In-Process Quality Management
- Production Equipment Integration
- Data Management

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Customer Partner Locator – Opportunities & Leads

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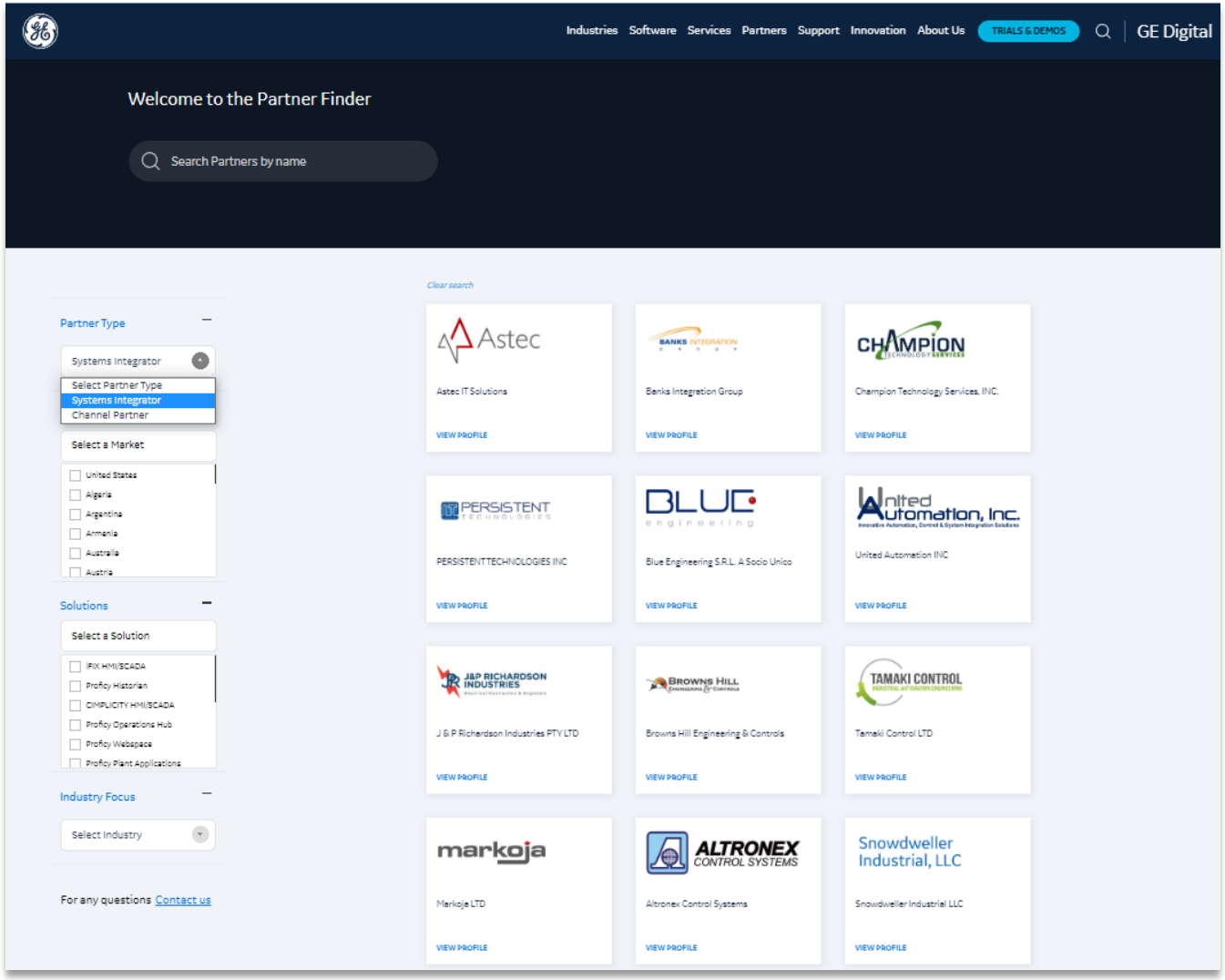
- 1000+ Visits per month
- Regions Served
- Software Focus
- Industry Focus

2023 UX/UI Roadmap

- SI Program Tiers
- Technology Segmentation
  - Industrial Automation
  - Mfg Execution
- Certification Identification
  - Segment Certification
  - Individuals Certified
- Regional Radius (Near Me)



Partner Profile Request/Updates: https://www.ge.com/digital/partners/become-solution-provider-partner

Wrap Up and Actions for Solution Providers

Solution Provider
GE Digital

1. Review the new Program with your AutomaTech Sales Representative and create your Business SMAP
   - Program level best aligns with your business goals
   - Establish your competency and certification roadmap
2. Ensure you update/create your Partner Locator Profile
3. Learn More … SI Webinars, SI Office Hours, 2023 Product Release

New applicants and to update/create Partner Locator profile:
https://www.ge.com/digital/partners/become-solution-provider-partner

How to Create a New Account

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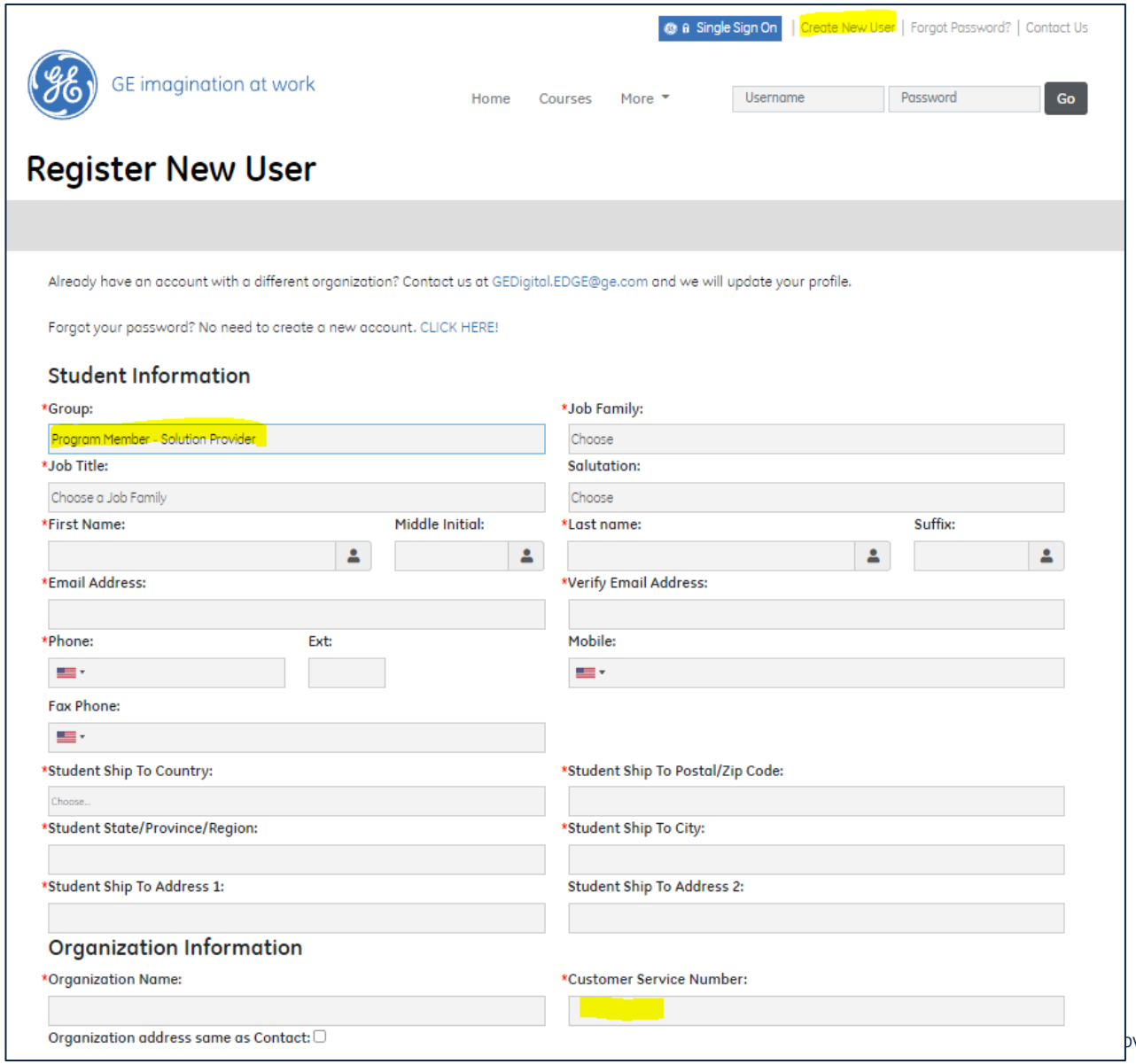

Creating an Individual User Account

1. Select Group: Program Member – Solution Provider
2. Use your company email address
3. Use Customer Service Number (CSN)

Note: Approval takes up to two days

Create a new User Account
https://www.gedigital-learning.com/momentum/index.php

GE Digital Automation Update

Gimmi Filice
Senior Product Manager
GE Digital

Prasad Pai
Global Industry & Partner Marketing Director
GE Digital

Rethinking Automation

Not just modernization, a new Experience

CONNECTED WORKER

COMPOSABLE DEPLOYMENT

SYSTEM OF OT

ADVISORY

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Key Areas of Focus with Automation 2023

	Strategic Theme	
1	**Connected Worker**	• Information transparency across operational persona – Unified context, unified information interaction
2	**Centralized Configuration & Management**	• Single Sign On for ease of configuration and use • Common model based configuration – reduce configuration time, drive templated development • Ease of Change and Maintenance
3	**Flexible Deployment**	• Align to customer's preferences on deployment • Architect systems that makes systems most reliable and efficient for customers to adopt

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Single experience of processing and interacting with Operations

Accessing the information I need when I need it

- Phone, QR code/Event based
- Un-tethered UI for Field personnel
- Persona based
- Equipment driven Auto generated UI

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Proficy Operations Hub

A centralized environment to **rapidly build industrial applications**,
enabling plant operations, analysis, and decision making for plant personnel across the enterprise.

- Accessibility to information - Access your data any time, anywhere
- Enable creation of high-performance displays
- Centrally manage visualization layer across your enterprise
- Get additional value out of existing investment in GE Proficy products
- Operations Hub built leveraging domain expertise from Proficy products

Industrial Applications –
Out of the box or build your own!

Monitor & Control
Dashboards & KPIs
Analysis
Reporting
Digital Andon

Proficy Operations Hub

Designer (Development Environment)

OPC UA | MQTT | REST | SQL

Industrial Automation

iFIX/CIMPLICITY

Manufacturing Operations Management

Plant Applications
MDC
Workflow

Batch
Tracker
Historian

SQL DBs
CMMS, ERP Systems
Other Systems

Operations Hub –HTML5 HMI for SCADA

HMI for iFIX and CIMPLICITY

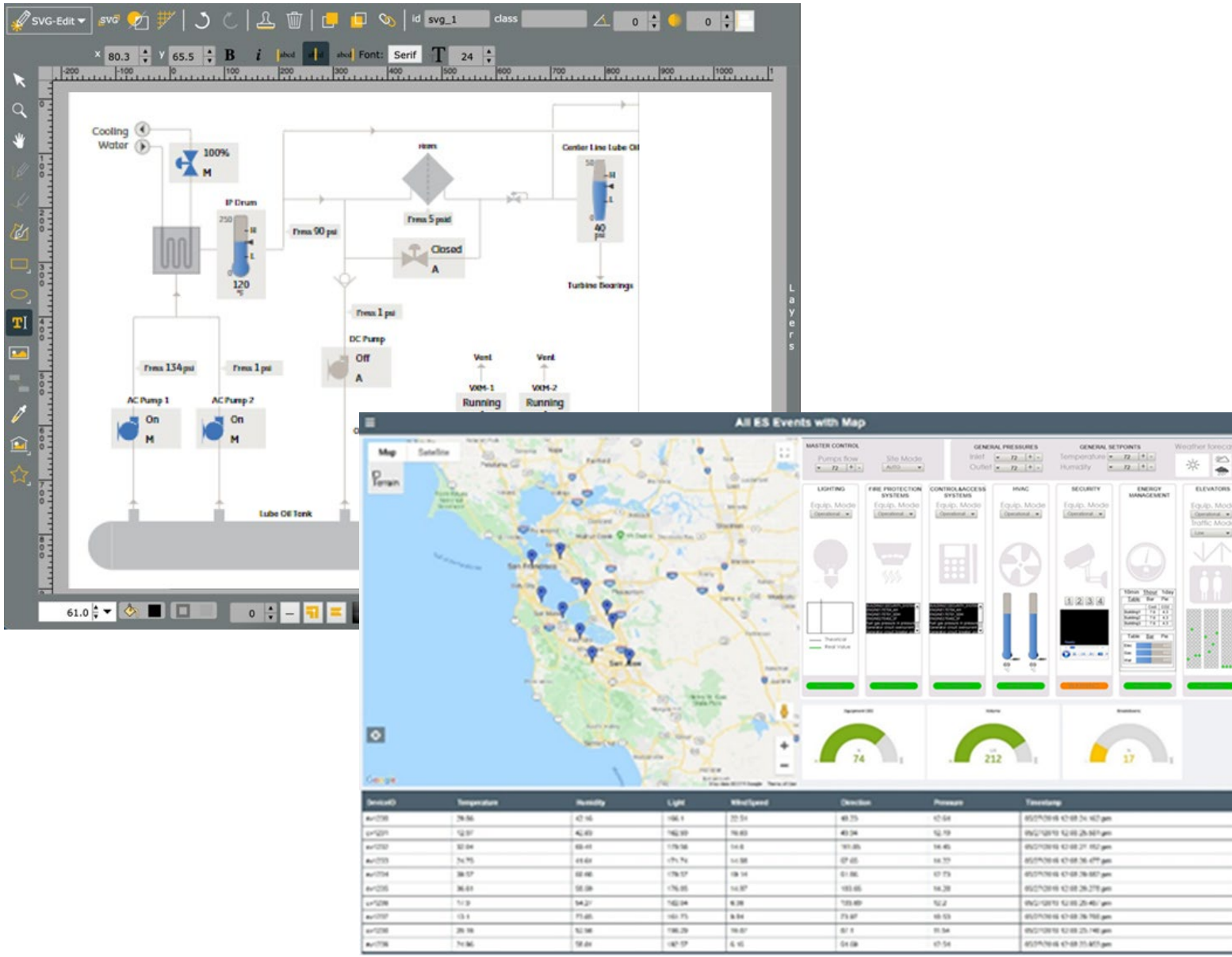
- New Web based designer
- Out of the Box Widgets
- Alarming and Trending
- SVG Based Custom Graphics Creation and Editing

Enable Connected worker

- Augment traditional HMI with information from OT and IT systems
- Improve operator productivity with richer context

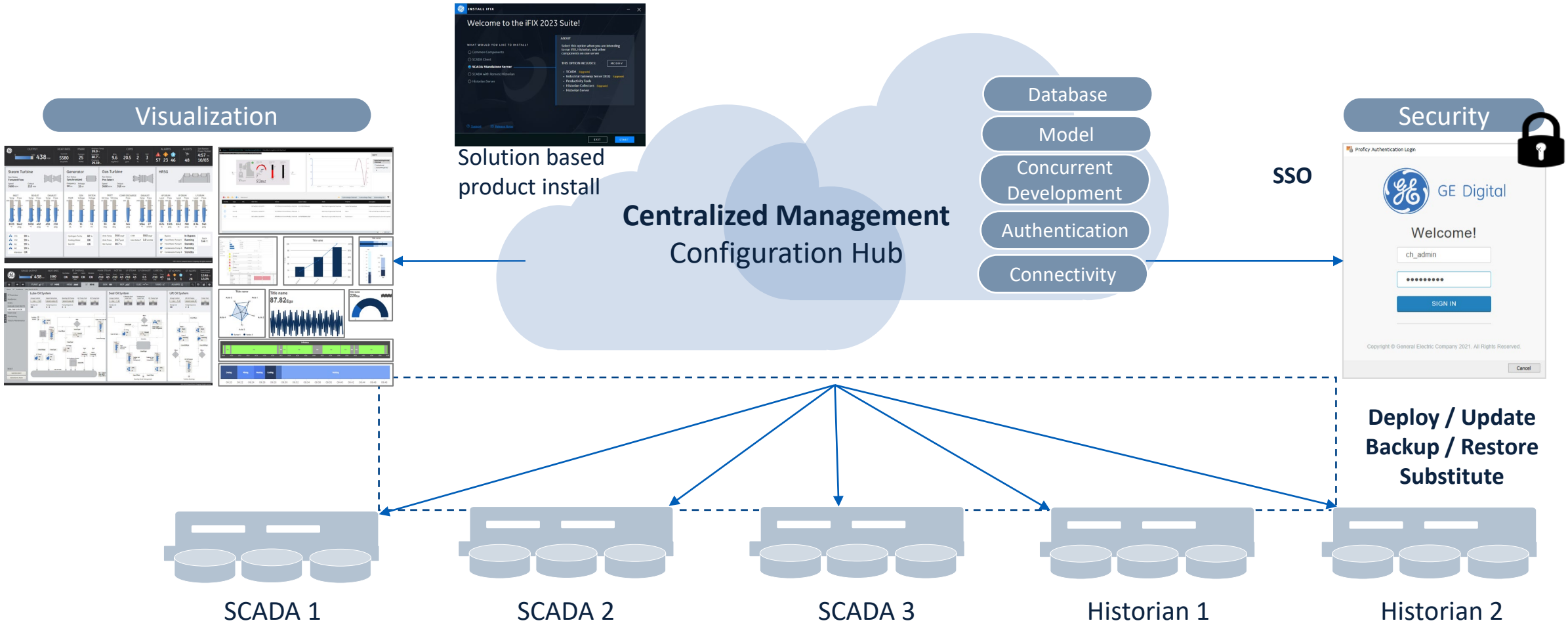
Multiple Client options based on application and role

- Thick Clients, Webspace and Terminal Service



Overall Centralized Configuration, Management & Deployment Vision

Project Encapsulation & Component Deployment



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Proficy MQTT Bridge

What is MQTT?

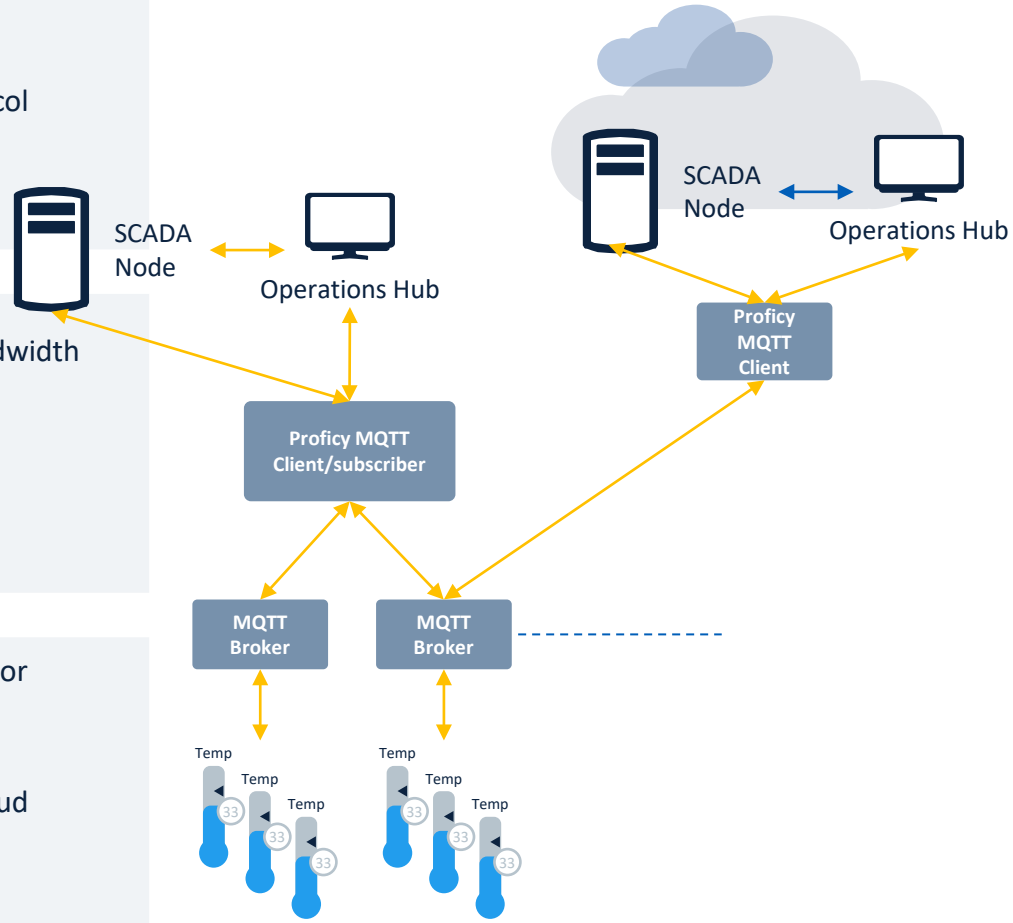
- Message Queuing Telemetry Transport.
- Lightweight, low bandwidth and low overhead open messaging protocol
- Leverages publish/subscribe communications

Benefits of MQTT

- Efficient data transmission with low network usage, low network bandwidth
- Fast, efficient, and reliable message delivery with QoS
- Can transport any type of data in the payload carried by the packet
- TLS/SSL based security
- Ideal for low power devices

When should you use MQTT?

- Cloud based applications receiving data from on premise applications or smart sensors
- Low bandwidth or unpredictable communications
- Normalizing communications from OT to IT, IT to Cloud, and OT to Cloud
- IOT applications – on premise or in the cloud
- Remote Monitoring applications



iFIX 2023

	Strategic Theme	
1	**Native HTML5 HMI**	• Native HTML5 Graphics Designer & lightweight scalable Runtime • Support for external SVG Graphics Editors • Screen building accelerators, including auto-binding data
2	**Central Configuration, Management & Deployment**	• Common Model – iFIX, Proficy Historian, Proficy Operations Hub • Project Encapsulation and Central Deployment • Project Component Deployment
3	**Failover Enhancements**	• TCP/IP as protocol along with UDP • Database compression to help with synchronization irrespective of protocol • All settings required for SCADA sync exposed in to INI file • Better log messages and role indicators in ScadaSync Monitor application
4	**MQTT as a Common Data pipe**	• MQTT 5 Support • Payload can be JSON or Sparkplug B

CIMPLICITY 2023 and 2023.1

	Strategic Theme	
1	**Native HTML5 HMI**	• Native HTML5 Graphics Designer & lightweight scalable Runtime • Support for external SVG Graphics Editors • Screen building accelerators, including auto-binding data
2	**Central Configuration, Management & Deployment**	• Configuration Hub – define projects and leverage OPC UA discovery • Common Model – Publish CIMPLICITY Classes/objects to model for HMI development • Support for Proficy Authentication and Multi-domain support
3	**Security and High Availability**	• OPC UA Client/Server communications (2023.1) • Digital Screen Signing (2023.1) • Enable project updates via failover (2023.1)
4	**MQTT as a Common Data pipe**	• MQTT 5 Client • Payload can be JSON or Sparkplug B

Questions & Last Poll

Mark Fusick

VP & General Manager – CB Pacific

Polling Question #2

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As a Systems Integrator what solutions are your customers requesting from you (pick 3):

- Reduce Costs through Virtualization?
- Move or Extract data to Cloud for better analytics?
- Drive Predictive Strategies using AI Platforms?
- Drive Robotic Automation to improve efficiencies and decrease costs
- Improve OT / Plant Floor Cyber Security
- Deliver on Data Visualization **with** KPIs to improve decision making
- Drive Smart Manufacturing / Digital Transformation Strategies
- Drive Cloud Solutions

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